## EXPOSURE FEE ADVICE TURKEY

## PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 4

| A. SOVEREIGN (e.g., Finance Ministry Guarantee): | TRANSACTION RISK INCREMENT: See |             |           |            |        | e Public S | Sector Cha          | art      |          |  |
|--|---------------------------------|-------------|-----------|------------|--------|------------|---------------------|----------|----------|--|
| B. POLITICAL ONLY COVER:                         |                                 | Т           | RANSACTI  | ON RISK IN | CREMEN | IT: -1     |                     |          |          |  |
| C1. BORROWERS/GUARANTORS with RATED/TRADE        | D CROSS BORD                    | ER (HARD C  | URRENCY   | ) DEBTS:   |        |            |                     |          |          |  |
| TRANSACTION RISK INCREMENT:                      | 0                               | 0           | 0         | (          | )      | 0          | 1                   | 2        | 3        |  |
| LONG-TERM (S&P, others)                          | AA+,AA,AA-                      | A+,A,A-     | BBB+,BBB  | BBB-       | - BB+  |            | BB-                 | B+,B     | В-       |  |
| LONG-TERM (Moody's)                              | Aa1,Aa2                         | A1,A2,A3    | Baa1,Baa2 | Baa3       | Ba1,l  | Ba2        | Ba3                 | B1,B2    | В3       |  |
| SHORT-TERM (S&P, others)                         | A-1+                            | A-1         | A-2       | A-3        | 3      | В          |                     | С        |          |  |
| SHORT-TERM (TBW)                                 | TBW-1                           | TBW-2       | TBW-3     | TBW-4      | ļ      |            |                     |          |          |  |
| SHORT-TERM (Moody's)                             |                                 | P-1         | P-2       | P-3        | 3      |            |                     |          |          |  |
| SPREAD (bp) over T-YIELD <                       | 40                              | 70          | 140       | 250        | )      | 400        | 600                 | 900      | 1500     |  |
| SPREAD (bp) over LIBOR <                         | 10                              | 40          | 90        | 220        | ) :    | 370        | 570                 | 870      | 1470     |  |
| C2. BORROWERS/GUARANTORS with INTRA-COUNTR       | RY (LOCAL CURE                  | RENCY) RAT  | TINGS:    |            |        |            |                     |          |          |  |
| TRANSACTION RISK INCREMENT:                      | 0                               | 0           | 0         | C          | )      | 0          | 1                   | 2        | 3        |  |
| LONG-TERM (S&P, TBW)                             | AA+,AA,AA-                      | A+,A,A-     | BBB+,BBB  | BBB-       | BB+    | ,BB        | BB-                 | B+,B     | B-       |  |
| LONG-TERM (Moody's)                              | Aa1,Aa2                         | A1,A2,A3    | Baa1,Baa2 | Baa3       | Ba1,   | Ba2        | Ba3                 | B1,B2    | В3       |  |
| SHORT-TERM (S&P, others)                         | A-1+                            | A-1         | A-2       | A-3        | 3      | В          |                     | С        |          |  |
| SHORT-TERM (Moody's)                             |                                 | P-1         | P-2       | P-3        | 3      |            |                     |          |          |  |
| FINANCIAL STRENGTH (Moody's)                     | A/B                             | В           | B/C       | C          | ;      | C/D        | D                   | D/E      | Е        |  |
| INTRA-COUNTRY ISSUER (TBW)                       | IC A/B                          | IC B        | IC B/C    | IC C       | C IC   | C/D IC     | D IC                | D/E      | IC E     |  |
| INDIVIDUAL (IBCA)                                | A/B                             | В           | B/C       | C          | ;      | C/D        | D                   | D/E      | Е        |  |
| INDIVIDUAL (Capital Intelligence)                | AA+,AA,AA-                      | A+,A,A-     | BBB+,BBB  | BBB-       | BB+    | ,BB        | BB-                 | B+,B     | B-       |  |
| D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL | NCIAL INSTITUTI                 | ONS:        |           | ,          | TRANSA | CTION RI   | SK INCRE            | EMENT:   | 0        |  |
| D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE  | R THAN FINANC                   | IAL INSTIT  | UTIONS:   | ,          | TRANSA | CTION RI   | SK INCRE            | EMENT:   | 1        |  |
| E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN     | STITUTION:                      |             |           | MAXIMUM    | TRANSA | CTION RI   | SK INCRE            | EMENT:   | 0        |  |
|  |                                 | INSTITLITIO | MC.       | _          |        |            |                     |          |          |  |
| F1. UNRATED BORROWERS/GUARANTORS OTHER TI        | TAN FINANCIAL                   | INSTITUTIO  | <u> </u>  | 437        | 0)/    | 0.1/       | 47/                 | 0.1/     | 0.7      |  |
| DEBT TO TANGIBLE NET WORTH                       |                                 |             |           | <1X        | <2X    | <3X        | <4X                 | <6X      | >6X      |  |
|  |                                 | TRANSACT    |           |            |        | ACTION R   | ION RISK INCREMENT: |          |          |  |
|  |                                 | >           | 25%       | 0          | 0      | 0          | 0                   | 1        | 2        |  |
| OPERATING<br>CASH FLOW                           |                                 | >           | 20%       | 0          | 0      | 0          | 1                   | 2        | 3        |  |
| (2-YEAR AVERAGE)                                 |                                 | >15%        |           | 0          | 0      | 1          | 2                   | 3        | 3        |  |
| TO<br>DEBT                                       |                                 |             | 10%       | 0          | 1      | 2          | 3                   | 3        | 3        |  |
| 5-2-   |                                 |             | >5%       | 1          | 2      | 3          | 3                   | 3        | 3        |  |
|  |                                 |             | >0%       | 2          | 3      | 3          | 3                   | 3        | 3        |  |
|  |                                 |             | <0%       | 3          | 3      | 3          | 3                   | 3        | 3        |  |
| F2. UNRATED FINANCIAL INSTITUTION BORROWERS      | <u>(GUARANTORS:</u>             |             |           |            |        |            |                     |          |          |  |
| TRANSACTION RISK INCREMENT:                      |                                 |             |           | 0          | 0      | 0          | 1                   | 2        | 3        |  |
| SHAREHOLDER'S EQUITY TO ASSETS                   |                                 |             |           | >8%        | >7%    | >6%        | >5%                 | >4%      | <4%      |  |
| NET INCOME TO ASSETS (2-YEAR AVERAGE)            |                                 |             |           | >2.5%      | >2.0%  | >1.5%      | >1.0%               | >0.5%    | <0.5%    |  |
| BORROWED FUNDS TO NET LOANS                      |                                 |             |           | <40%       | <60%   | <80%       | <100%               | <120%    | >120%    |  |
| LIQUID ASSETS TO ASSETS                          |                                 |             |           | >25%       | >20%   | >15%       | >10%                | >5%      | <5%      |  |
| RESERVES TO NON-PERFORMING ASSETS                |                                 |             |           | >200%      | >175%  | >150%      | >125                | >100     | <100%    |  |
| * MAY NOT APPLY IF A TRANSACTION RISK INCRE      | MENT HAS BEEI                   | N PRE-APPI  | ROVED     |            |        |            | Effec               | tive: 02 | /08/2008 |  |

## EXPOSURE FEE ADVICE TURKEY

## **PUBLIC SECTOR CREDITS**

**EXPOSURE FEE LEVEL** 4

| A. SOVEREIGN (e.g., Finance Ministry Guarantee): |                  | T         | RANSACTIO | ON RISK II | NCREME  | NT: C    | )           |               |         |
|--|------------------|-----------|-----------|------------|---------|----------|-------------|---------------|---------|
| B. POLITICAL ONLY COVER:                         | TRANSACTION RIS  |           |           | ON RISK II | NCREME  | NT: Se   | e Private S | Sector Ch     | art     |
| C1. BORROWERS/GUARANTORS with RATED/TRADED       | CROSS BORDE      | R (HARD C | URRENCY)  | DEBTS:     |         |          |             |               |         |
| TRANSACTION RISK INCREMENT:                      | 0                | 0         | 0         |            | 0       | 0        | 1           | 2             | 3       |
| LONG-TERM (S&P, others)                          | AA+,AA,AA-       | A+,A,A-   | BBB+,BBB  | BBB        | - BB+   | <br>-,BB | BB-         | B+,B          | <br>B-  |
| LONG-TERM (Moody's)                              | Aa1,Aa2          | A1,A2,A3  | Baa1,Baa2 | Baa        |         |          | Ba3         | B1,B2         | В3      |
| SHORT-TERM (S&P, others)                         | A-1+             | A-1       | A-2       | A-:        |         | В        |             | C             |         |
| SHORT-TERM (TBW)                                 | TBW-1            | TBW-2     | TBW-3     | TBW-       | 4       |          |             |               |         |
| SHORT-TERM (Moody's)                             |                  | P-1       | P-2       | P-:        | 3       |          |             |               |         |
| SPREAD (bp) over T-YIELD <                       | 40               | 70        | 140       | 25         | 0       | 400      | 600         | 900           | 1500    |
| SPREAD (bp) over LIBOR <                         | 10               | 40        | 90        | 22         | 0       | 370      | 570         | 870           | 1470    |
| C2. BORROWERS/GUARANTORS with INTRA-COUNTR       | Y (LOCAL CURR    | ENCY) RAT | TINGS:    |            |         |          |             |               |         |
| TRANSACTION RISK INCREMENT:                      | 0                | 0         | 0         |            | 0       | 0        | 1           | 2             | 3       |
| LONG-TERM (S&P, TBW)                             | AA+,AA,AA-       | A+,A,A-   | BBB+,BBB  | BBB        |         |          | BB-         | B+,B          | <br>B-  |
| LONG-TERM (Moody's)                              | Aa1,Aa2          | A1,A2,A3  | Baa1,Baa2 | Baa        |         | •        | Ba3         | B1,B2         | В3      |
| SHORT-TERM (S&P, others)                         | A-1+             | A-1       | A-2       | A-:        | ,       | В        | Dao         | C             | 20      |
| SHORT-TERM (Moody's)                             |                  | P-1       | P-2       | P-:        |         | _        |             | · ·           |         |
| FINANCIAL STRENGTH (Moody's)                     | A/B              | В         | B/C       |            |         | C/D      | D           | D/E           | Е       |
| INTRA-COUNTRY ISSUER (TBW)                       | IC A/B           | IC B      |           |            | C IC    | C/D IC   |             |               | IC E    |
| INDIVIDUAL (IBCA)                                | A/B              | В         | В/С       |            |         | C/D      | D           | D/E           | E       |
| INDIVIDUAL (Capital Intelligence)                | AA+,AA,AA-       | A+,A,A-   | BBB+,BBB  | BBB        | - BB+   | -,BB     | BB-         | B+,B          | B-      |
| D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAN | ICIAL INSTITUTIO | ONS:      |           |            | *TRANSA | CTION R  | ISK INCRE   | MENT:         | 0       |
| D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE  |                  |           | ITIONS:   |            |         |          | ISK INCRE   |               | 1       |
|  |                  | AL INOTH  |           |            |         |          |             |               |         |
| E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN     | STITUTION:       |           | ľ         | MAXIMUM    | TRANSA  | CHON RI  | SK INCRE    | MENI:         | 1       |
| F1. UNRATED BORROWERS/GUARANTORS OTHER TH        | IAN FINANCIAL I  | NSTITUTIO | NS:       |            |         |          |             |               |         |
| DEBT TO TANGIBLE NET WORTH                       |                  |           |           | <1X        | <2X     | <3X      | <4X         | <6X           | >6X     |
|  |                  |           |           |            | TRANS   | ACTION F | RISK INCR   | SK INCREMENT: |         |
|  |                  | >         | 25%       | 0          | 0       | 0        | 0           | 1             | 2       |
| OPERATING<br>CASH FLOW                           |                  | >         | 20%       | 0          | 0       | 0        | 1           | 2             | 3       |
| CASH FLOW<br>(2-YEAR AVERAGE)                    |                  | >         | 15%       | 0          | 0       | 1        | 2           | 3             | 3       |
| TO<br>DEBT                                       |                  | >         | 10%       | 0          | 1       | 2        | 3           | 3             | 3       |
| DEBT   |                  |           | >5%       | 1          | 2       | 3        | 3           | 3             | 3       |
|  |                  |           | >0%       | 2          | 3       | 3        | 3           | 3             | 3       |
|  |                  |           | <0%       | 3          | 3       | 3        | 3           | 3             | 3       |
| F2. UNRATED FINANCIAL INSTITUTION BORROWERS/     | GUARANTORS:      |           |           |            |         |          |             |               |         |
| TRANSACTION RISK INCREMENT:                      |                  |           |           | 0          | 0       | 0        | 1           | 2             | 3       |
| SHAREHOLDER'S EQUITY TO ASSETS                   |                  |           |           | >8%        | >7%     | >6%      | >5%         | >4%           | <4%     |
| NET INCOME TO ASSETS (2-YEAR AVERAGE)            |                  |           |           | >2.5%      | >2.0%   | >1.5%    | >1.0%       | >0.5%         | <0.5%   |
| BORROWED FUNDS TO NET LOANS                      |                  |           |           | <40%       | <60%    | <80%     | <100%       | <120%         | >120%   |
| LIQUID ASSETS TO ASSETS                          |                  |           |           | >25%       | >20%    | >15%     | >10%        | >5%           | <5%     |
| RESERVES TO NON-PERFORMING ASSETS                |                  |           |           | >200%      | >175%   | >150%    | >125%       | >100%         | <100%   |
| * MAY NOT APPLY IF A TRANSACTION ICRAS RATII     | NG HAS BEEN PF   | RE-APPROV | /ED       |            |         |          | Effective   | : 02/         | 08/2008 |